

## Message Text

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DRAFTED BY COM/OED/MEPD:JLSMITH:JJ

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FM SECSTATE WASHDC

TO AMEMBASSY BUENOS AIRES PRIORITY

CONFIDENTIAL STATE 120865

E.O. 11652: GDS

TAGS: BEXP,AR

SUBJECT: MAJOR PROJECT: "AERO-ISLA" INTERNATIONAL AIRPORT

REF: STATE 113685, PREVIOUS

1. DONALD L. ESCHNER, MANAGER, ADVANCED PROGRAMS, LOCKHEED ELECTRONICS, VISITED MAJOR EXPORT PROJECTS DIVISION FOR FURTHER DISCUSSION AERO-ISLA. LOCKHEED IS PRIMARILY INTERESTED IN SUPPLYING COMPLETE ELECTRONICS PACKAGE FOR AIRPORT. HOWEVER, COMPANY HAS EXPERIENCE OF TEAMING WITH DESIGN ENGINEERS, CONSTRUCTORS, AND FINANCIAL INSTITUTIONS TO FORM CONSORTIA SEEKING TURNKEY INSTALLATIONS. AT PRESENT, LOCKHEED HAS JOINED RALPH M. PARSONS CO., LEADING U.S. DESIGN CONSTRUCTOR, TO BID ON LISBON AIRPORT. ESCHNER HAS ALREADY BEGUN PRELIMINARY DISCUSSIONS WITH PARSONS ABOUT AERO ISLA AND WISHES TO FORM CONSORTIUM TO PRESENT PACKAGE PROPOSAL TO GOA. BOTH COMPANIES HAVE EXTENSIVE EXPERIENCE IN BUSINESS AND UNDERSTAND THAT CONSORTIUM MUST INCLUDE ARGENTINE PARTICIPATION AND LOCAL CONTENT.

2. BEFORE ESCHNER CAN PROCEED BEYOND DISCUSSION STAGE, HE NEEDS ADDITIONAL INFORMATION ON PROJECT. DOES EMBASSY BELIEVE GOA SERIOUSLY INTENDS BEGIN IMPLEMENTATION IN EAR FUTURE? IF SO, CAN EMBASSY PROVIDE ASSESSMENT REALISTIC  
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CHANCES OF FOREIGN FIRMS, ESPECIALLY U.S., OBTAINING EITHER

TURNKEY JOB OR CONTRACTS TO PROVIDE PLANNING, DESIGN, AND NAVIGATIONAL AIDS, AIR TRAFFIC CONTROL, AND OTHER ELECTRONIC EQUIPMENT? ACTUAL CONSTRUCTION WOULD NOT BE OF PRIMARY INTEREST TO POSSIBLE AMERICAN CONSORTIUM. INFORMATION THAT EMBASSY COULD DEVELOP ON ARGENTINE PLANS FOR FINANCING THE PROJECT MOST USEFUL AS WOULD BE REPORT ON ANY KNOWN THIRD COUNTRY INTEREST (ESPECIALLY FRENCH, BRITISH, JAPANESE, 9R BRAZILIAN).

3. IF POSITIVE RESPONSE TO THESE QUESTIONS COULD BE OBTAINED, MEPD BELIEVES THERE EXCELLENT POSSIBILITY THAT LOCKHEED WOULD FORM CONSORTIUM WITH PARSONS OR SIMILAR COMPANY. ORDINARILY, FIRM WOULD SEND REPRESENTATIVE TO ARGENTINA FOR EXPLORATORY DISCUSSIONS WITH APPROPRIATE OFFICIALS. UNDER PRESENT CIRCUMSTANCES, HOWEVER, LOCKHEED RELUCTANT SEND ANYONE BEFORE RECEIPT MORE DETAILS AND POSITIVE ASSESSMENT.

4. IF SITUATION APPEARS PROMISING AND CONSORTIUM IS FORMED, MEPD CONSIDERING ASSEMBLY INDUSTRY/GOVERNMENT TEAM TO VISIT ARGENTINA FOR DETAILED DISCUSSIONS. EARLIEST POSSIBLE RESPONSE TO THIS INQUIRY MOST USEFUL TO ASSIST LOCKHEED AND COMMERCE EFFORTS PURSUE BUSINESS. KISSINGER

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